Hi xxxxx

Glad to hear about that opportunity

20+ years of experience in many stakeholders projects outlined and led.

Experienced in large firms

Coca-Cola, SEAT/VW, Banco Sabadell, laCaixa and MANGO

Bachelor's degree in IT and masters

ITILv3, ISO-IEC 20000 and Production Management with ISO-IEC 9001

Confident and technically strong in PL1, COBOL, DB2, CICS and zOS

Good command in English, Catalan and Italian. Regular in French. Spanish is my mother tongue.

UE citizen

Presently living in Spain

And, relocation will be welcome in my career

Consider my experience

Find attached my recent CV

**EU / Spanish passport holder**

**Present location: Vic, Spain**

**Notice period/availability: 7 days**

Yours faithfully,

[Juan Gienini](https://gienini-jm.github.io/cv-eng.html)

+34 698 813 314

skype: @gienini

<http://www.linkedin.com/in/gienini/en>

A highly focused Cobol Analyst Developer with over 20 years in COBOL, PL/1, DB2 and JCL in various projects

Very good understanding of client’s requirements, with strong analytical skills including 4 years as a mid-level

Excellent skills in complex application analysis and developing structured documentation, using QA guidelines during these processes, experience in various migration projects

Dynamic person, good ability to work independently and in a team environment

Excellent communication in English and Italian, French basic

Hi xxxxxx

I am very interested in your current advertisement of xxxxxx where my considerable experience in Mainframe and e-commerce work fits well with your profile (please see the attached CV).

I feel that my language skills including English, Spanish, Catalan French and Italian might well be of use to you, particularly now that/if you are looking to expand further into Europe.

I have developed real strengths in software analysis and mainframe development skills across the whole range of retail IT.

At the same time, my strong grounding in Unit testing and Quality Assurance has helped to give me excellent insights into the running of complex business processes.

After 20+ years’ experience working with a range of stakeholders from the public sector to private and ‘cutting edge’ entrepreneurial as a project planner and lead I want to be clear that I have the drive, energy and knowledge base to really make a positive difference for your company.

I'm EU citizen and also worked legally (with a NIN) 2 years in the UK

Juan Gienini

+44 (0)7508 499 436

<http://www.linkedin.com/in/gienini/en>

Good morning

I have a considerable know-how in Mainframe transformation

My recent experience was in SEAT-VW (Martorell, Spain - 254 applications, 135K source codes, 22M code lines from zOS to Open) as PMO amongst stakeholders.

Other related projects: VW-Navarra (zOS to Open), Banco Sabadell (H. Bull to /390), laCaixa (RS/6000 to /390), Interbroker (S/36 to AS/400), Coca-Cola (/4341 to AS/400).

I feel that my language skills including English, Spanish, Catalan French and Italian might well be appreciated.

At the same time, my strong grounding in Unit testing and Quality Assurance has helped to give me excellent insights into the running of complex business processes.

After some 20+ years’ experience working with a range of stakeholders from the public sector to private and ‘cutting edge’ entrepreneurial as a project planner and lead I want to be clear that I have the drive, energy and knowledge base to really make a positive difference.

I'm EU citizen and also worked 2 years in the UK.

demand

Hi Jonathan

Saw your letter on LinkedIn

Would be great to talk about those migrations

Currently living and working in Ripon, North Yorkshire

My usual work pattern is Tuesday to Saturday 8am until 6pm.

If you are still interested in my application I can phone you or convey a time for talk

I’m VERY interested in those projects and still enthusiastic in mainframe

Find attached my recent CV

Yours faithfully,

Hi Matt

My profile is “mainframe developer” where I have a considerable experience

Confident and technically strong in PL1, COBOL, DB2, CICS and zOS

Experienced in large firms

Coca-Cola, SEAT/VW, Banco Sabadell, laCaixa and MANGO

Bachelor's degree in IT and masters

ITILv3, ISO-IEC 20000 and Production Management with ISO-IEC 9001

Fluent in English and Catalan; Spanish is my mother tongue

UE citizen

Consider my experience

Hi Scott

I saw some of your advertisements

Thought my language skills (English, Spanish, Catalan, Italian and French) or my experience in mainframe and e-commerce may fit your profile searches.

I have strong software Analysis and mainframe development skills across the whole lifecycle.

Sound understanding of Unit Testing and Quality Assurance.

The abilities to understand complex business processes.

20+ years of experience in many stakeholders, projects outlined and leaded.

I’m still enthusiastic in IT !

Find attached my recent CV

Yours faithfully,

Juan Gienini

+44 (0)7508 499 436

<http://www.linkedin.com/in/gienini/en>

Hi James

I have proven experience in mainframe environments.

The abilities to understand complex business processes.

Adhering methodologies and QA standards.

20+ years of experience made of many stakeholders, projects outlined and leaded.

Good command in English, Catalan and Italian. Spanish is my mother tongue.

If this suits any job process, please let me know

I’m still enthusiastic in IT

Strong Analysis / Programming skills across the whole software development lifecycle (design/specification through to implementation)

Sound understanding of Unit testing/Quality Assurance

Hi Miles

Thank so much you for your time today and yesterday.

Here you are the CV of Alejandro, my youngest son who is keen to come to UK to live and work.

He has experience of restaurant work and has completed a commis chef Course.

He has English as a second language.

I wondered if you would give him the opportunity to see if he would be suitable to work at the “Coffee” (or trading) in any capacity.

He is planning to come to UK at the beginning of November and will be living with me and Sarah in Ripon.

He is a lovely lad and his English is pretty good from what i have heard.

Dear Sir/Madam

I am writing to express my interest in the XXXX vacancy advertised on Dice web site.

Hi Christian

That job seems very attractive.

I think my profile is perfect for it, in experience and knowledge.

I am highly skilled with 20+ years’ experience as an IT Analyst, including 4 years as a mid-level manager.

I have many skills in complex application analysis and developing structured documentation, using QA guidelines during these processes.

I would welcome the opportunity to explain more about my interest in this post and the skills and experience that I can bring to the position. You will note from my LinkedIn profile my experience, skills and references.

I look forward to hearing from you in the near future regarding my application.

Call me from 3PM till midnight, also Mondays at any time.

Yours faithfully,

Juan Gienini

+44 (0)7508 499 436

<http://www.linkedin.com/in/gienini/en>

<http://remote.com/gienini>

Hi Cameron

I want to express my interest in the Functional Application Manager for Utrecht.

I am highly skilled with 20+ years’ experience as an IT Analyst, including 4 years as a mid-level manager.

My interest in this post and the skills and experience I can bring aligns with the position requirements.

I have many skills in complex application analysis and developing structured documentation with COBOL and PL1, using QA guidelines.

In my LinkedIn profile you can note my experience, skills and references.

I look forward to hearing from you regarding this opportunity.

Yours faithfully,

Juan Gienini

+44 (0)7508 499 436

<http://www.linkedin.com/in/gienini/en>

<http://gienini.branded.me/>

Take control of the increasing shortage in mainframe IT specialists

Hi Matt

You may recall that I was interested in a position at Lockwoods Restaurante.

I was introduced to you by Sarah Pitt -Martin and Christofer mother- a couple of weeks ago

Please find attached my résumé. I have been living and working in Kirkby Malzeard since I moved from Barcelona last year.

I am very keen to develop my career in catering/food services and consider myself to have excellent practical and personal/social skills. These have been gained in some excellent restaurants across Barcelona and York. My current employer at Pampas Argentinean Steakhouse, Magdalena Torres, will be more than happy to supply a reference should you require this.

I am looking forward to establishing myself in this community and would relish the opportunity to work as part of your team.

Yours sincerely

Hi Selina

It was good to talk to you this afternoon on the phone. You may recall that I was interested in the positions you are currently advertising at the Himalayan Garden.

Please find attached my résumé. I have been living and working in Kirkby Malzeard since I moved from Barcelona last year.

I am very keen to develop my career in catering/food services and consider myself to have excellent practical and personal/social skills. These have been gained in some excellent restaurants across Barcelona and York. My current employer at Pampas Argentinean Steakhouse, Magdalena Torres, will be more than happy to supply a reference should you require this.

I am looking forward to establishing myself in this community and would relish the opportunity to work as part of your team.

Yours sincerely

Dear Sirs

I am writing to express my interest in your company and work in the field I have experience.

I am highly skilled as an IT Analyst and Mainframe Developer, including 4 years as a mid-level manager.

Complex application analysis, structured documentation and QA guidelines form the main part of my job.

I look forward to hearing from your recruitment advice and match opportunities with skills.

Faithfully,

Juan Gienini

+44 (0)7508 499 436

<http://www.linkedin.com/in/gienini/en>

PL1, COBOL, CICS, SQL, JCL, DB2, Adabas, zOS, OS/400, Endevor, EDI, e-commerce, automotive, banking, insurance

I’m very pleased to have this opportunity, and I will attend the assessment centre on Wednesday the 27th of January.

Looking forward to the session and the presentation.

Hi

I was in Harrogate yesterday, Spoke with the waiters and receptionist and told them I want to work in basic jobs for a while to improve my English.

Please see attached my resume.

I hope you consider me for potential opportunities/applications.

Looking forward to hearing from you soon

Mainframe developer

Hi

I will be in Ripon (Yorkshire) from November, 4th.

I would appreciate it if you could forward my CV to relevant companies/persons in order to facilitate my search for suitable employment:

I am highly skilled with 20+ years’ experience as a mainframe developer; including 4 years at a mid level management position.

I have many skills in complex application analysis and developing structured documentation, using QA guidelines during these processes.

Yours sincerely,

Juan Gienini

+44 (0)7508 499 436

<http://gienini.branded.me/>

Dear xxxx

As I told you, I’m moving to Ripon, North Yorkshire

Be available from November, 9th

- Confident and technically strong in mainframe development

- PL1, COBOL, DB2, CICS and zOS

- Experienced in large firms

- Coca-Cola, SEAT/VW, Banco Sabadell, laCaixa and MANGO

- Bachelor's degree in IT and masters

- ITILv3, ISO-IEC 20000 and Production Management with ISO-IEC 9001

- Fluent in English and Catalan; Spanish is my mother tongue

- UE citizen

Consider my experience

Hi xxx

I really enjoyed the way you wrote the skills on your LinkedIn profile. Hope if I can be as clear as you do. I’m an advanced technical analyst with proven experience in mainframe environments. I’m always looking for good job opportunities. (Profile details are well exposed on LinkedIn… hope so). Consider my experience and all the best for you, xxx!.

Juan Gienini

Hello

I saw your job posts of IT Profiles in Jobserve

I have Proven experience in mainframe environments.

Strong in programming skills, batch and online.

My vast experience in various businesses spans over 20 years.

Developed an Analysed in Endevor, PL/1, COBOL, CICS, JCL, EDI, DB2.

Adhering ITIL methodologies and QA standards.

I’m Spanish citizen (with European and Argentine passports), living near Barcelona, Spain.

Good command in English, Catalan and Italian. Spanish is my mother tongue.

***I'd like to add you to my professional network on LinkedIn.***

Pls retweet my professional profile, help me land my dream job: <http://gienini.branded.me/>

es.linkedin.com/in/gienini/es

mainframe / EDI Developer

15 years of experience in SEAT / VW + gedas / T-Systems

Enthusiastic mainframe Analyst of high complexity applications

... and simplifying them through minimal codes

Contact me

You’ll find great qualities in me

Even my experience and knowledge may be "mainframe" oriented; here you are my CV and contact details for this or further searches.

Currently living near Barcelona, Spain

Good command in English, Catalan and Italian. Spanish is my mother tongue.

Proven experience in mainframe environments. Ability to understand complex business processes.

Adhering methodologies and QA standards.

20+ years of experience made of many stakeholders, projects outlined and leaded.

Dear Sirs

I have 20+ years of experience made of many stakeholders, projects outlined and leaded.

I’m passionate in mainframe! That’s why I'm continuously studying -and working- on it

Strong in programming skills -batch and online environment- with huge / proven experience

Knowledge of Systems/Business analysis and fast adhering to standards

Currently living near Barcelona, Spain

Hope to hear you soon

Dear Sirs

I have proven experience in mainframe environments.

Capacity for work with initiative in demanding environments and ability to understand complex business processes.

Adhering methodologies and QA standards (Banking, services or factories clients)

20+ years of experience made of many stakeholders, projects outlined and leaded.

Hope to hear you soon

Juan M. Gienini Confalonieri

<http://gienini.branded.me/>

I think my greatest strength is that I am an All-Terrain technical and deserve confidence (both in the technical field and in interpersonal relationships)

can attest to that my previous in line and companions

Proven programming experience, ideally in EAE (formerly LINC). In the absence of EAE experience, proven COBOL/other 3GL experience will be considered

An ability to learn and understand complex business processes

Capability to work on their own initiative in a demanding environment

Strong communication and interpersonal skills

Good PC skills with knowledge of MS Office products

A desire to develop their IT competency through training and education

Assist the business analyst when designing solutions that best support the business requirements

Assist in the production of estimates/business cases

Develop those solutions

Adhere to Bank IT Project Methodology & Standards

Work with a team to ensure quality assurance.

Work with Group IT on project issues

Deliver on multiple projects concurrently and move between technologies

"The saying Roy Keane made famous "fail to prepare - prepare to fail" is worth keeping in mind when beginning your search for a new career opportunity. We are here to help you along each step of the process from CV preparation right through to ensuring you are in the best possible position to succeed in an interview. An interview tip: When asked if you have any questions, a good question to ask is "what are your expectations of the person coming into the role and are there specific objectives you would like this person to achieve in the role"? This encourages the interviewers to tell you what they believe are the most important objectives in the role. Listen carefully to this information and if possible come back with examples as to why you feel you would suit the role based on this additional information. "

Is my CV clear enough to explain my skills. And further, are the client expectations fulfilled with this presentation?

That role seams challenging!

I have confidence in your criteria to even up that profile expectation and my résumé.

Even though this CV describes me as technical developer, I can cope with much of your expectations.

I like to be team worker and my colleagues and line reporting may give very good references about it

Adhering methodologies, standards and structuring all around QA (Banking, services or factories clients)

These 20+ years’ experience are made of many stakeholders understanding reunions, projects outlined, leaded, developed, tested and maintained.

Hope to hear you soon

Hello Stephen

That role seams challenging!

I have confidence in your criteria to even up that profile expectation and my resumé.

I like to be team worker and my colleagues and line reporting may give very good references about it

Technically, I hope my CV describes me as I can cope with much of your expectations:

Moved in many technologies (IBM z and i-series mainframes, Honeywell)

Methods and coding in Cobol and PL1 are very well known. Also some other 4GL (RPG, QMF, Easytrieve, MetaCobol)

Adhering methodologies, standards and structuring all around QA (Banking, services or factories clients)

These 20+ years’ experience are made of many stakeholders understanding reunions, projects outlined, leaded, developed, tested and maintained.

Please, tell me if this c-letter (and my English) is clearing my presentation.

Hope to hear you soon

1) Who would make the ideal candidate for this position?

2) How will the work I’ll be doing contribute to the organization’s mission?

3) What were the best things about the last person who held this position?

4) What are three ways I can contribute to the company beyond the job description?

5) How can I best contribute to the department’s goals?

6) How do you see me best contributing to the corporate culture and morale?

7) What do you see as the biggest challenges of working here and how can I overcome those challenges?

8) What is your vision for where the company or department will be in one year? In 3-5 years?

9) How can I best help you and the team succeed?

Permanent: £49k - £54k pa

Daily: £218

Dear Sirs

In regard of your post, I can fulfil widely the skills expected; delivered basic and complex documentation in functional and technical levels, wrote structured, procedural and well maintainable codes in banking projects, adhering standards and secure practices.

Furthermore, I understand the needs of a mainframe development team with my 20+ years’ experience on Project Leading, L2 Applications Support, using Cobol, JCL, OPC, PL/1, TSO, MS SQL and Visio Studio, ITIL… and ever adapting manners into the global best practices.

XML and Java are my newest tools and practices.

Those are my goals, my reputation and my interest in going further.

I know English since 6 years old; my mother language is Spanish

And, relocation will be welcome in my career

Yours sincerely,

Juan M. Gienini Confalonieri

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

I had deep exposure to EDI formats: Odette, UN/EdiFact, VDA, XML and SAP Idoc.

Also, handbooks where written for all partners (customers/clients, banks, customs, suppliers/providers, internal users) in the EDI sphere of IT and translated into Catalan, English, French and German.

My fluency in French is basic, I would gladly learn German if necessary

I’m fluent in English and Catalan. Spanish is my first language.

My duties in T-Systems, VW/SEAT and gedas where in Functional and Application Analysis: developing, reengineering and corrective maintenance (Automotive, banking and Custom) EDI processes

Also remarkable: I developed and deployed the first application of the document ISO/IEC 9001 for quality assurance; achieving QNet ISO/IEC 9001 certification in EDI and SCM teams of T-Systems (years 2005 and further on)

Call me at any time. That offer sounds awesome

My experience and qualifications are in IT management and Analysis, so I hope my education and skills may fulfil that profile.

I’m a “good” candidate (the “right” candidate is your decision) as I feel can fulfil widely the skills expected;

Moreover, my career is clearly oriented to the candidate’s role.

My accomplishments, skills, certifications and references are well explained in my CV and LinkedIn profiles.

Maybe is there reflected my adaptability to different cultures -and eager to know more each day-

* Delivered Technical documentation for complex Development, Testing and Implementation IT Projects
* Developed reliable, quality structured, procedural and maintainable codes
* Developed and deployed the application of ISO/IEC & ITIL documents for quality assurance and certification

Also I’m proud of my languages abilities, multidisciplinary and best practices achievements

wherever I work, I hope to apply my knowledge and experience ... and be comfortable with it ... is the best way I can give value to my work

Also, standards of quality, excellence and best practices are what should guide from beginning any activity or work

everywhere, the quality principles - not just those of QNet or ISO9001 or ITIL or Prince - that job well done may be taken from the just beginning... is inherent to respect for your own actions

Why do you want this job?

Is the perfect communion between technician and Customer care... And the natural evolution to my career

communicate Customer needs and Technical personnel

What do you know about the company?

**xxx**

Why should we employ you?

In me is a good combination between expertise, knowhow and willingness to know more and more

I have: good languages skills, and in accordance to your expectations large experience in multinational (Factories as VW and Coca-Cola, Banks, Insurances) environment good experience and qualifications in IT management and Analysis; the jargon and “best practices” to communicate Customer needs to Analyst, Developers and Technical personnel

How would you describe yourself?

I’m intelligent, not brilliant, as my friends believe, but I always want to be wise

I’m persistent, and a bit perfectionist, also in not losing the big Picture of the plan

Ever reading books or encyclopaedias and trying to understand mechanisms and people behaviour. My preferred books: Scientific American, Astronomy, Mind & Brain.

Why did you choose this career?

You know that click moment? Is the Ajá tempo; when technicians realize about the problem and the Customer accepts the solution?

Do you have many interests outside work?

I like walking and trekking. I use to organize a team of mountaineers that love to go to Pyrenees and climb hills and discover new paths between them. I remember one opportunity when combining walking in the mountains and share moments with co-workers; you learn much of them outside the office.

What qualities do you think will be required for this job?

Reading in between lines: problem solving/controller self-sufficient

What do you find most attractive/least attractive about this job?

Most: is my goal as professional and IT student - Least: I’ll be a junior in some aspects

What do you think you could bring to this role?

Expertise, and ever passion: in the “best practices”, in looking toward fitness of solutions, understanding between team members

Key skills

* Fluent in English, Spanish and Catalan
* Well assured in French and Italian
* EU and Argentine passport holder
* Large experience in multinational Factories, Banks and Insurance environments
* Good experience and qualifications in IT management and analysis
* Electronic Eng. and IT education
* Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000
* Mainframe, Cobol, PL1, DB2
* Ability to communicate confidently and concisely using business acumen
* Good business understanding in many companies sizes
* Good views and experiences implementing standards and good practices
* Flair conducing multidisciplinary project areas (Electronic, Mechanics, IT)

• Empresas de distribución, bancos, sector público y manufactura (diferentes plataformas)

• Análisis Funcional / Orgánico y conducción de proyectos TI

• Formación y estudios en Tecnología de la Información e Ingeniería Electrónica

• Masters de ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000

Actually, I have no plan to travel Dublin, shortly

I know it’s good to have a face-to-face interview to make good sense of each other

I’ll gladly consider it if there’s a good job opportunity where my skills may fit

Let’s talk, if you please

Faithfully yours,

your company / group is focused on aspects of development / Applications Support and strong project management / analysis in ERP components.

Knowing these needs, I think your company / group will look for a candidate that will help you develop / L2 Support for legacy xxx and manage projects in the mainframe environment

Given my experience, my professional and academic qualities, I think I'm a good candidate to apply and fulfill that need (the job).

In this sense, and because the interests of the company / group align with my experience and career goals, I think it would be beneficial for both parties to arrange an interview.

The staff presentation will give us better insight into the plans, projects and ideas.

<https://twitter.com/gienini>

<http://about.me/Gienini>

I would like to present my resume for your consideration

I am fluent in English learning from an early age. Well assured in Italian (my parent’s original tongue) and French.

As Spanish is my mother tongue, I am able to use Latin-American (Argentinean and Chilean jargons) and Spain idioms (Catalan included) very fluently.

My experience and qualifications are in IT management and Analysis, so I hope my education and skills may fulfil many profiles.

Yours sincerely

Juan M. Gienini Confalonieri

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

I would like to apply for the post Technical Trainer (Ref.: JO24009)

I’m happy in traveling through UK and Europe

Have (I suppose) smart appearance and really love teaching what I know

In fact, physics in the University and JCL, PL1, Cobol or DB2 courses to several colleagues and forums.

I have good English speaking skills learned since six years old.

Well assured in **Italian** (my parent’s original tongue) and French.

As **Spanish** is my mother tongue, I am able to use Latin-American (Argentinean and Chilean jargons) and Spain idioms (Catalan included) very fluently. My experience and qualifications are in IT management and Analysis, so I hope my education and skills may fulfill that profile.

Here you are my references if the client wants them to contact

Ferrán Simón Guitart (actually at nomis, formerly at T-Systems)

T-Systems - SCM Manager - Tel.: +34 609-314 908 - e-mail: ferran.simon@nomis.es - es.linkedin.com/in/ferransimon

Carlos Guinovart Olivé

T-Systems - SCM Project Leader - Tel.: +34 (93)774-4997 - e-mail: carles.guinovart@t-systems.es - es.linkedin.com/pub/carlos-guinovart/0/120/867

Cristóbal Angulo Lozano

T-Systems - SCM Project Leader - Tel.: +34 638-439 707 - e-mail: cristobal.angulo@nomis.es - es.linkedin.com/pub/cristóbal-angulo-lozano/22/941/5bb

Joan Bautista Sánchez

Rango - CFO - Tel.: +34 (609)110 453 - e-mail: jbautistas@gmail.com

Oscar Rodríguez

Coca-Cola Argentina - IT Manager - Tel.: +54 (114)816-3696 - e-mail: oscarodriguez1945@gmail.com - ar.linkedin.com/pub/oscar-rodriguez/12/a47/981

Raúl Rojas Rivera

Coca-Cola Reginald Lee - IT Manager - e-mail: rrojas@relesa.com.ar - ar.linkedin.com/pub/raùl-rojas-rivera/17/277/147

Dear Sirs

I would like to apply for the post “Systems Design Analyst” in FRS Recruitment

I have huge experience in developing mainframe solutions in many environments.

As shown in my CV, I have more than 20 years of experience working at industries abroad... and I really contributed to the company’s success.

In reference to the profiles described, I remark my solid knowledge in large corporations.

I’m fluent in English, Catalan and Spanish; regular in French and Italian.

… and really, would love to travel and relocate.

Juan M. Gienini Confalonieri

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

Arial

Book Antiqua

Calibri

Cambria

Helvetica

Tahoma

name, city and state, cell phone number and email address, but leave out their street address

photos off

References

# 4 Vital Resume Tips From Career Pros

What if you could talk to four hiring professionals and ask them what they REALLY wanted to see in your resume?

four tips from career experts to help you write a better resume and get hired!

## 1) Research the company and customize your resume

In this job market, too many candidates are chasing too few openings. That means you must differentiate yourself. And a great way to do that is to customize every resume, to clearly target the positions you apply for.

“I advise all candidates to send out no generic resumes. Make sure you include keywords from the job postings online or from the newspaper – this can grab employers’ attention and keep them reading,” says Felix Lin, a recruiting professional at Los Angeles-based [Marclin Group](http://www.marclingroup.com/).

So, carefully match your resume to job postings, to make sure your resume hits all the hot buttons in every ad you respond to.

In addition, research target companies using **¡Error! Referencia de hipervínculo no válida.** and your network of contacts. The more you know, the better you can tailor your resume to appeal to hiring managers.

“You want to know what kind of management style will be a good fit at your target employer. If you have contacts there, find out what happened to the person you’ll be hired to replace. Were they fired, promoted, what? Use any advantage you can get – you have to research companies like there’s no tomorrow,” says Lin.

## 2) Showcase your achievements

When writing your resume, shoot off your big guns early. Because if you start off slow, employers may never finish reading.

“Top career accomplishments and awards should be at the top of page one for impact, not buried on page two,” says Ron McManmon, a former recruiter and currently Executive VP of Bend, Oregon-based [Careeradex, Inc](http://www.careeradex.com/).

For best results, mention at least 2-3 of your top achievements within the top third of page one - this is the most valuable real estate in your resume.

You can include your achievements in a Profile or Qualifications Summary section, with 4 or 5 bulleted paragraphs, each one or two lines long. Bullets make for easy reading and allow you to make your best points quickly.

## 3) Break up long text

“Avoid paragraph forms that are text heavy and hard on the eyes. Bullet points definitely make for easier reading,” says Rick Fox, Branch Manager at Edina, Minn.-based Princeton Search.

My own rule of thumb is to break all paragraphs longer than three lines into two or more shorter, bulleted sections.

Here’s just one “before” and “after” example from a recent resume that crossed my desk, with grammar and punctuation improved as well.

BEFORE

Administrator of a 40-node local area network utilizing Windows NT primary domain model, integrated with a Novell Netware server for GroupWise E-mail access. Windows NT Server 4.0 provided DHCP-TCP/IP services for the intranet, as well as account validation, and management of shared resources. Windows NT Workstation 4.0 provided access to the domain.

AFTER

• Administered 40-node LAN running Windows NT primary domain, integrated with a Novell Netware server for GroupWise E-mail access.

• Managed Windows NT Server 4.0 (DHCP-TCP/IP for intranet, account validation, and shared resource management) and Windows NT Workstation 4.0 (domain access).

## 4) Stay within two pages

“The initial review of a resume is very brief - as little as 13 seconds. We look for several items, including companies worked for, job titles and timeline. These should all be prominently displayed,” says Doug Binning, President of Minneapolis-based [Upstart Solutions](http://www.upstartsolutions.com/).

A good rule of thumb is to limit your resume to two pages at most. “The attention span of resume reviewers is notoriously short,” adds Binning.

Anything that doesn’t make the cut can be used to create supplemental documents, listing your projects and prior experience in detail. Bring these supplements to the job interview, where you can use them to expand on your resume.

Related: [Warning! 3 Things that Shouldn’t Be on Your Resume](http://theundercoverrecruiter.com/content/warning-3-things-really-shouldnt-be-your-resume).

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Related posts:

1. [How to Write a Resume That Gets You the Interview](http://theundercoverrecruiter.com/how-make-resume-get-job-preparation-everything/)
2. [How to Write a Resume – Step #1 – Feel the Employer’s Pain](http://theundercoverrecruiter.com/how-write-resume-step-1-feel-employers-pain/)
3. [How to Write a Resume – Step #4 – Design to Inspire](http://theundercoverrecruiter.com/how-write-resume-step-4-design-inspire/)
4. [Best Resume Format: Functional, Chronological or Combined?](http://theundercoverrecruiter.com/best-resume-format-functional-chronological-or-combined/)
5. [How to Write a Resume – Step #2 – K](http://theundercoverrecruiter.com/how-write-resume-step-2-know-your-value-employer/)

Dear Sirs

I am interested in the post of Content Coordinator (Linguistic) - Spanish (LATAM - Latin American.

I have good English speaking skills learned since six years old.

Well assured in Italian (my parent’s original tongue) and French.

As Spanish is my mother tongue, I am able to use Latin-American (Argentinean and Chilean jargons) and Spain idioms (Catalan included) very fluently.

My experience and qualifications are in IT management and Analysis, so I hope my education and skills may fulfill that profile.

Best regards

Juan M. Gienini Confalonieri

<http://es.linkedin.com/in/gienini/en>

I know EDI well enough; I’ve used it as mainframe developer and also generating User's guides to VW suppliers and financial partners.

As I see myself, ever tending to apply in real word what I’ve learned. Even if it’s few minutes ago, or reading handbooks.

I'm looking to move abroad and where jobs and challenges suits my profile

My technical skills and qualifications are in IT management and Analysis with mainframe environments.

Good English speaking skills learned since six years old.

Well assured in Italian (my parent’s original tongue) and French.

As Spanish is my mother tongue, I was able to use very fluent Latin-American (Argentinean and Chilean jargons) and Spain idioms (Catalan included). Those are my prides; ever changing and adapting.

can you apply in the real world what you have learned

•Can do the job (the candidate has the skills and education to mentally do the job

•Will do the job (the candidate wants to do the work)

•Will fit the culture (the candidate will fit the company culture)

I have the necessary academic, technical and interpersonal skills required for the position.

<https://ekgrpapplications.emirates.com/CareersOnlineApps/WEB_GN/Education.aspx>

Hello

I'm looking to move abroad and where jobs and challenges suits my profile

My technical skills and qualifications are in IT management and Analysis with mainframe environments.

If you are interested I may send you my résumé for your consideration.

**Key skills**

* Sound knowledge of Project Management / Development in PL/1 and COBOL (mainframe environments)
* Knowledge of Microsoft Office products
* Good English / Spanish / Catalan speaking skills. Well assured in Italian and French

**Experience / achievements**

* Responsible of many development teams (AS/400 and /390 environments)
* +300 Cobol & PL/1 programs developed and implemented
* +200 Cobol & PL/1 & RPG programs enhanced or customized in “€-euro / 2K / migration” projects
* First application and deployment of quality documentation & certification (EDI and SCM services)

**Juan M. Gienini Confalonieri**

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

•Provided PM leadership developing and owning the project plan and deliverables associated.

•Owned and managed to TCQ (Time, Cost, and Quality) project plans reporting for all live-cycle phases.

•Owned customer (internal & external) relationships with stakeholders agree activities

•Carried continuous reviewing progress.

I believe my skills may add value and lead the team to cope with those projects.

Focusing quickly to provide support and solutions to projects, motivate me both the achievements and the new challenge that comes up with each new one.

My experience at Coca-Cola, Steria & Fitinvest backs up me in managing and driving projects.

You will find enclosed my resume for your evaluation.

Technically I have tried to summarize several years and technologies.

Some of those traits are highlighted in "my recommendations" LinkedIn profile

Juan M. Gienini Confalonieri

<http://es.linkedin.com/in/gienini/en>

Good morning Eva,

I am interested in the post of ***Production - Connectivity Expert*** you sent me.

I believe my skills may add value and lead the team to cope with future projects.

Focusing quickly to provide support and solutions to projects, motivate me both the achievements and the new challenge that comes up with each new project.

My experience at Coca-Cola - along with other companies - backs up me in managing and driving projects in Salaries and Access Control.

You will find enclosed my resume for your evaluation.

Technically I have tried to summarize several years and technologies.

Some of those traits are highlighted in "my recommendations" LinkedIn profile

I would like to thank you for the LinkedIn contact, thereby hope to have a profitable working relationship.

Looking forward to hear from you soon.

Best regards

Hello Nazareth

When I read Astralis posting, my interest was sparked.

As a motivated professional with more than 20 years of experience working at Banks and Automotive industries abroad Spain and Argentina, I really contributed to the company’s success.

I setup management systems and also designed and customized different applications to adapt them to specific areas.

In reference to the profiles described, I remark my solid knowledge in large corporations, and further can prove my experience in responsibility positions.

I have a large experience in multinational environment such as Coca-Cola Argentina (not included in the enclosed CV) as I have been working there for 7 years, collaborating with Atlanta Headquarters and other IT Departments.

In SEAT-VW Spain, I also worked with Germany Headquarters coordinating some of the Homologation and Manufacturing items.

During my professional experience I developed different tasks, from technical to development and project-leading.

All of this makes me able to take over the projects as responsible in development areas, communication and user's services.

Regarding the English language I have perfect written and oral command (I hold a degree in English Teacher and lived in USA for two years).

Spanish is my mother tongue (and also very fluent in Catalan).

Summarizing, I am very interested in becoming a key member of that “Global Media Company” and in speaking with you further.

Juan M. Gienini Confalonieri

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

performance testing tools such as Grinder, Loadrunner

Dear **Ms. Cristina Garcia:**

When I read **Astralis** posting for a **Head of People Development Programmes (Spanish speaking)**, my interest was immediately sparked.

As a motivated IT professional with more than 20 years of experience working at Banks and Automotive industries abroad Spain and Argentina, I contributed to the company’s success.

I setup management systems in banking, commercial, industrial and distribution business and also designed and customized different applications to adapt them to specific environment.

In reference to the profiles described, I remark my solid knowledge in large corporations, and further can prove my experience in responsibility positions. My large experience in multinational environment such as Coca-Cola Argentina is well explained, as I have been working there for 7 years, contacts with Atlanta Headquarters and other IT Departments. In SEAT-VW Spain, I also worked with Germany Headquarters coordinating some of the Homologation and Manufacturing items.

During my 21 years of professional experience I developed different tasks, from technical to development and project-leading). All of this makes me able to take over the projects as responsible in development areas, communication and user's services.

Regarding the English language I have perfect written and oral command (I hold a degree in English Teacher and lived in the United States for tow years). Very fluent in Catalan used during my Spanish work experience. Spanish is my mother tongue.

Summarizing, I am very interested in becoming a key member of that “Global Media Company” and in speaking with you further.

During my lasts jobs review, the responsible persons referred to me as “high reliability”, “ever in cutting-edge”, “good team-worker” As you can see from my background and LinkedIn recommendations, I have the experience you are looking for. In addition, I am very interested in becoming a key member of the **Pentasia** team and in speaking with you further.

Juan M. Gienini Confalonieri

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

:

* Really significant accomplishment
* Quantifiable career highlight
* Huge project that put -and ensure- our name on the map
* Major kudos received for doing this

I setup management systems in banking, commercial, industrial and distribution business with AS/400 and Personal Computers. I also designed and customized different software applications to adapt them to specific environment.

In reference to the profiles described, I remark my solid knowledge in hardware, network and further can prove my experience in IT responsibilities. My large experience in multinational environment such as Coca-Cola Argentina is well explained, as I have been working for 7 years and made Technical tasks, contacts with Atlanta Headquarters and other IT Departments. In SEAT-VW Spain, I also worked with Germany Headquarters coordinating some of the Homologation and Manufacturing items.

During my 21 years of professional experience I developed different tasks, from PC's assembling, System Operation, in-out Office, System Programmer up to Local and radio-link interconnections. All of this makes me able to take over the projects as responsible in development areas, communication and user's services.

Regarding the English language I have perfect command and communication skills (written and oral) plus a wide knowledge of technical vocabulary. I hold a degree in English Teacher and lived in the United States for tow years. Very fluent in Catalan used during my Spanish work experience. Spanish is my mother language.

1. [Version 1](http://www.version1.com/Careers/Current-Opportunities.aspx)
2. [Avego](http://www.avego.com/)
3. [Digital Skills Academy](http://www.digitalskillsacademy.com/)
4. [IT Alliance](http://www.italliancegroup.com/)
5. [Ocuco](http://www.ocuco.ie/)
6. [Open Sky Data Systems](http://www.openskydata.com/about-opensky/what-makes-us-different.html)
7. [System Dynamics](http://www.systemdynamics.ie/jobs/)
8. [Tango Telecom](http://www.tangotelecom.com/careers.html)
9. [Zenith](http://www.zenithtechnologies.com/)
10. [AMCS](http://www.amcsgroup.com/Careers/JoinTheTeam.aspx)

**[¡Error! Referencia de hipervínculo no válida.](http://www.toplanguagejobs.co.uk/search/languages-40,2,8,12,19/industries-37,27,12,36,26/locations-1-country,6-country,7-country,8-country,9-country,10-country,11-country,12-country,13-country,14-country,60-country,15-country,16-country,17-country,18-country,19-country,20-country,21-country,22-country,23-country,24-country,2-country,26-country,27-country,28-country,29-country,30-country,31-country,32-country,33-country,34-country,36-country,37-country,38-country,39-country,41-country,42-country,43-country,44-country,45-country,59-country,46-country,35-country,47-country,48-country,71-country,73-country,76-country,49-country,79-country,88-country,89-country,50-country,99-country,51-country,104-country,114-country,118-country,127-country,139-country,53-country,140-country,141-country,143-country,54-country,145-country,147-country,151-country,154-country,161-country,167-country,169-country,174-country,175-country,182-country,185-country,149-country,189-country,197-country,200-country,40-country,210-country,211-country,57-country,216-country,150-country,225-country,226-country,232-country,233-country,237-country,52-country,58-country,61-country/)**

<http://www.toplanguagejobs.co.uk/language/Spanish>

<http://www.jobsingeneva.com/?sector=it>

<http://www.google.es/#hl=es-419&gs_nf=1&pq=it%20jobs%20switzerland%20&cp=28&gs_id=2hs&xhr=t&q=it+jobs+switzerland+spanish&pf=p&sclient=psy-ab&oq=it+jobs+switzerland+spanish+&gs_l=&pbx=1&bav=on.2,or.r_gc.r_pw.r_qf.&fp=fdf977bd17c73bd2&biw=1280&bih=661>

[USD 3,036](http://www.bayt.com/en/salaries/search-results/?search_type=salaries&country_iso=kw&keyword=application+analyst&utm_medium=email&utm_source=subscription&utm_campaign=jobseeker_digest_en) Kuwait

[USD 9,866](http://www.bayt.com/en/salaries/search-results/?search_type=salaries&country_iso=qa&keyword=application+analyst&utm_medium=email&utm_source=subscription&utm_campaign=jobseeker_digest_en) Qatar

[USD 3,279](http://www.bayt.com/en/salaries/search-results/?search_type=salaries&country_iso=sa&keyword=application+analyst&utm_medium=email&utm_source=subscription&utm_campaign=jobseeker_digest_en) Saudi Arabia

· All aspects of the software development lifecycle including design, development, testing, support and maintenance.

· Work with clients, vendors and Insight development teams to identify business and technical requirements for unified communications

· Develop unified designs based on the latest Biztalk 2009

· Implement & support unified EDI/B2B solutions for clients based on industry best practices

· Provide knowledge transfer and detailed design/operational documentation to clients

· Provide quality assurance documentation review and peer review on projects

· Develop and maintain relationships with clients and internal teams

· Develop, code review, and assist in project management of current EDI/B2B projects

Hello John,

I hope I find you well.

I am very interested in your role as an ***IT Analyst***

Following some research I have done on your company I can say I would relish working with you and feel that my skill set can help bring added value to ***Most Technologies***, along with helping the team overcome any challenges we may face.

You will find enclosed my resume for your evaluation with a detailed breakdown of my experience and skills which include demonstrable experience in ***migrating and configuring IT solutions***, with a daily focus on ***COBOL, Natural/Adabas and DB2*** with a continuous eye on improving workflow and efficiency.

I have done translation works for IT technical manuals and booklets. I have good technical knowledge because my first three years in University where Electronic Engineering and then finish the degree in Computer Analyst. I lived 32 years in Argentina and 22 in Spain.

I have excellent written and oral communication skill in English, Spanish and Catalan and as a business / functional analyst with over 20 years of professional experience, I use my skills to communicate directly with the clients, vendors and insight teams to identify business and technical requirements for unified communications. Also well familiarized to provide quality assurance documentation on industry based projects best practices.

Jobs opportunities

Hello

I'm looking to move abroad and where jobs and challenges suits my profile

My technical skills and qualifications are in IT management and Analysis with mainframe environments.

If you are interested I may send you my résumé for your consideration.

**Key Skills**

* High level of business acumen, with the ability to communicate confidently at all levels within multi-tiered organizations.
* Clear understanding of challenges met by different scales of business and able to cater to the size of corporations and their resources appropriately.
* Excellent adherence to implementing standards and working practices, ensuring efficiency and professionalism across all projects.
* Flair for conducting multi-disciplinary project areas and sectors (Electronic, Mechanics, IT)

Having got a detailed understanding of manufacturing, suppliers and EDI process as Functional and Application Analyst I took the responsibility of developing, reengineering and corrective maintenance for JCL running the batch processing.

**……………….**

identifying new process, finding out gaps in existing process, arranging training modules for new process development and implementation

Hello John

Really impressed about your offer

I also googled your corporate web site and became an enthusiastic future collaborator

You will find enclosed my resume for your evaluation.

In line to those project’s needs, I remark my sound experience in migrating and adapting several IT solutions. COBOL, Natural / Adabas and DB2 where daily tools (and ever improving)

I’d love to travel through Europe, America, Asia… and

I used Live/400 applications and developed in Cobol and CL to Smart/400, designed graphical functionalities with XSL and HTML. My iSeries contact and experience platforms were more as a user, tester and conducting applications as Functional Analyst. I’m prepared, able and wishing to travel abroad. My languages skills demonstrate it.

Have huge experience in migrations and adapting codes through platforms.

DB2 is well known from theoretical basis up to AS/400 and /390 hands on and implementing.

Mainframe environments Analyst (looking for job)

Excellent command in Spanish, English and Catalan; good in French and Italian. +20 years experience in zSeries & iSeries.

**Key skills**

* Sound knowledge of Project Management / Development in PL/1 and Cobol
* Knowledge of Microsoft Office products

**Experience / achievements**

* Responsible of many development teams
* +300 Cobol & PL/1 programs developed and implemented
* +200 Cobol & PL/1 & RPG programs enhanced or customized in “€-euro / 2K / migration” projects
* First application and deployment of quality documentation & certifications

Send proposals to my e-mail: gienini@hotmail.com

Key skills

•Ability to communicate confidently and concisely using business acumen

•Good business understanding in many companies sizes

•Good views and experiences implementing standards and good practices

•Flair conducing multidisciplinary project areas (Electronic, Mechanics, IT)

•Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)

•EU passport holder

Experience

•Functional & Application tasks with several languages and tools

•Software applications implementing in several customer facing roles

•Design and implement many bespoke solutions. Support in all IT service life-cycle

I'd like to have you in my LinkedIn.

Me enfoco rápidamente en dar soluciones a los proyectos y me agradan tanto los logros como el nuevo reto que plantean

Buenas reseñas sobre esto se puntualizan en “mis recomendaciones” del perfil Linkedin

Las experiencias, herramientas y habilidades técnicas las resumo como presentación en el CV. Se alinean a vuestras necesidades de JCL, scripts y Cobol, migraciones, adaptaciones, transformaciones y entornos bancarios.

Tengo el certificado de ITILv3 Foundations y casi he finalizado los cursos de Intermediate. Como son exámenes de pago, podrá convenirse con el cliente cuales serán necesarios de certificarse.

Buena disposición a trasladarme a Madrid, incorporación inmediata

You will have proven experience in delivering Global Corporate Network Solutions! Your experience MUST include Solution or Service Provider positions and NOT simply an employee within the End-User! You will ideally have strong experience in either the Prince 2 / PMI methodologies. You will have worked multiple projects which include 150+ site rollouts, have an integral part of the budget management, and be very commercial with input into the bid process. EMEA / Asia Pac experience will be very beneficial. Example solutions could include: international MPLS / VPN network rollout in Europe, USA and Asia - a 250 site rollout of an ADSL and FR network linking UK and Ireland offices etc etc- the solutions are wide and varied and could involve any WAN technologies.

We're looking for a Project manager who can help us reshape our IT delivery and guide it through a period of vigorous change and growth. An experienced, enthusiastic individual who can make a big impact in a short space of time. As part of your responsibilities, you'll be implementing change-related projects and managing all aspects of them, from research through to closure. You'll oversee project delivery - from desktop software rollout to major infrastructure upgrades - right across the business. All to agreed schedules, scopes and budgets, ensuring that they're fit for purpose and meet our business objectives and strategy. You'll also matrix manage each project team, plus build and grow effective working relationships with internal customers and external suppliers

I’m de ideal candidate due to my huge knowledge of COBOL, PL/ I, DB2, IMS and CICS. Also my career was started in Electronics Engineering (much Mathematics and Physics) and ended as IT Engineering

Ending de presentation is my job experience as Developer and Team leader in almost all IT service life-cycle.

Having seen details of vacancies

* 217110-GS-VLCOB (Senior Cobol Support Analyst)
* 217110-GS-VLJCOB (Cobol Support Analyst)

advertised by MailOnline, I would like to apply for the first post.

**Two tips**

My mother tongue is Spanish and quite skilled in English (oral an written)

These days I’m in Barcelona and I’ll be back to London in a few days

Have a huge experience (+20 years) in all expected skills

Hello Mohd

I'm looking to go London to have a first contact to work there

I'm looking for a new job opportunity throughout Europe

My technical skills and qualifications are in IT management and Analysis with mainframe environments.

**Key skills**

* Sound knowledge of Project Management / Development in PL/1 and COBOL (mainframe environments)
* Knowledge of Microsoft Office products
* Good English / Spanish / Catalan speaking skills. Well assured in Italian and French

**Experience / achievements**

* Responsible of many development teams (AS/400 and /390 environments)
* +300 Cobol & PL/1 programs developed and implemented
* +200 Cobol & PL/1 & RPG programs enhanced or customized in “€-euro / 2K / migration” projects
* First application and deployment of quality documentation & certification (EDI and SCM services)

**Juan M. Gienini Confalonieri**

[www.linkedin.com/in/gienini/en](http://www.linkedin.com/in/gienini/en)

MQ Series, DB2, QMS, Z operating systems, COBOL

I’ve done and conduced many migration projects from System i to System Z (formerly AS/400, S/36 and /390, respectively)

In the fly, also made code adapting (Cobol, PL/1, C) and Data Bases redesigning (mainly DB2)

Hi Neil

I think you called me this morning.

Unfortunately, I had not good coverage on my phone because I was traveling.

My intention is to be in London between 10 and 13 April.

It might be a good idea to visit you in your offices.

In reference of that job opportunity, I'll be glad to hear about it.

Call me at any time, please

Juan M. Gienini Confalonieri

<http://es.linkedin.com/in/gienini/en>

I’ll be on London visiting Recruitments from April 10th through 13th

It would be a good opportunity to visit you there

I'm looking to go London to have a first contact to work there

My technical skills and qualifications are in IT management and Analysis with mainframe environments.

I have good command of Spanish, English and Catalan; quite self-assured speaking in French and Italian.

Key skills

•Ability to communicate confidently and concisely using business acumen

•Good business understanding in many company sizes

•Good views and experiences implementing standards and good practices

•Flair leading multidisciplinary project areas (Electronic, Mechanics, IT)

•Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)

•EU citizen & passport holder

Experience

•Functional & Application tasks with several languages and tools

•Software applications implementing in several customer facing roles

•Designed and implemented many bespoke solutions. Support in all IT service life-cycle

Juan M. Gienini Confalonieri

<http://es.linkedin.com/in/gienini/en>

Dear Sir,

I would like to apply for the post of **Spanish Speaking IT Project Manager** as advertised in **Mail Online** on Thursday 24th November.

With regard to your requirements I believe that I am a suitable candidate for this post as I have 5 years’ experience in **Project Leader** and 10 more as **Functional / Application Analyst** in mainframe environments.

In this post I’ll remark my recent studies of **ITIL, ISO-20000 and Prince2** masters

I am available to work in a 3 week notice period.

I would be grateful if you could send me further details and an application form.

I look forward to hearing from you

Yours faithfully

***Juan M. Gienini Confalonieri***

<http://es.linkedin.com/in/gienini/en>

Though my university education began with 3 years of Electronic Engineering my job background is as a Functional & Application Analyst.

I'm looking to leave Spain and am preparing contacts in order to do so.

Perhaps you’ll be interested in passing my resume on.

I have good command of Spanish, English and Catalan; quite self-assured speaking in French and Italian. My technical skills and qualifications are in IT management and Analysis. I have experience with mainframe environments. I currently live in Spain and would like to move in order to expand my job scope especially outside of the Spanish speaking world.

**Key skills**

* Ability to communicate confidently and concisely using business acumen
* Good business understanding in many company sizes
* Good views and experiences implementing standards and good practices
* Flair leading multidisciplinary project areas (Electronic, Mechanics, IT)
* Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)
* EU passport holder

**Experience**

* Functional & Application tasks with several languages and tools
* Software applications implementing in several customer facing roles
* Designed and implemented many bespoke solutions. Support in all IT service life-cycle

**Juan M. Gienini Confalonieri**

<http://es.linkedin.com/in/gienini/en>

I developed and implemented ERP integrated system with PL1, COBOL, JCL and DB2.

Over 15 years’ experience as Functional and Applications Analyst with several languages and platforms.

**Key skills:**

* Spanish, English and Catalan mastery (regular in French and Italian)
* Flair conducing project meetings and liaising multidisciplinary areas: Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)
* EU passport holder

***Juan M. Gienini Confalonieri***

<http://es.linkedin.com/in/gienini/en>

I've done migration projects on multiple systems throughout my career:

* Coca-Cola: migrated data and programs from /36 y /4341 to AS/400
* Interbroker: migrated from /36 data (and rewriting the RPG code) to suit the AS/400.
* Banco Sabadell: began the development of data and programs migration from H. Bull with GCOS-8 to IBM /390 (from IDMS to DB2)
* laCaixa have migrated data and programs (C to PL1 codes) from a RS-6000 to / 390 (DB2 tables)

Although don’t I have experience in AmDoc, I can prove my knowledge of OSI architecture, also taken telecommunications courses; at Coca-Cola was in charge of the communications team.

Other interdisciplinary work between programming and communications:

* Doppler: personal-pager links, water cisterns and pumps controls
* Coca-Cola: weighbridges, turnstiles and access control card readers links to AS/400
* Rango & Pinsos Montseny: terminal emulation links for AS/400

My job background is much as Functional & Application Analyst though my university education began with 3 years of Electronic Engineering. In such those topics I am eagerly and can lead groups from various disciplines.

There is more detail in my resume about the profile seeks:

* fluent English
* mainframe
* IBM Propagator
* DB2
* Control-M Cobol
* CICS

Technical skills and qualifications in IT management and Functional & Application Analysis. Experienced in mainframe environments (/390, iSeries)

Good command in Spanish, English and Catalan; quite self assured to speak in French and Italian.

Conduced multidisciplinary project areas (Electronic, Mechanics, IT) due to my education: Electronic Eng. and IT degree (Masters in ITIL v3, ISO 9001 and 20000)

Implemented several customer Software applications in banks and factories

IT career opportunities - World wide

Hello

I'm looking to move from Spain and preparing contacts.

Maybe you’ll be interested to move my resume on, and sure, I’m interested to hear about it.

I have good command in Spanish, English and Catalan

quite self-assured to speak in French and Italian (not fluency but much nerve).

My technical skills and qualifications are in IT management and Analysis

You will find enclosed my resume for your evaluation.

**key skills**

* Ability to communicate confidently and concisely using business acumen
* Good business understanding in many companies sizes
* Good views and experiences implementing standards and good practices
* Flair conducing multidisciplinary project areas (Electronic, Mechanics, IT)
* Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)
* EU passport holder

**experience**

* Functional & Application tasks with several languages and tools
* Software applications implementing in several customer facing roles
* Design and implement many bespoke solutions. Support in all IT service life-cycle

**Juan M. Gienini Confalonieri**

[www.gienini.miweb.pro](http://www.gienini.miweb.pro)

[http://es.linkedin.com/in/gienini/en](http://es.linkedin.com/in/gienini/en" \o "Ver perfil público)

<http://www.jooobe.co.uk>

* French Selection Uk
* Aníbal
* Hermano/primo Lily

<https://vurvpe1.ca.com/MAIN/careerportal/Job_Profile.cfm?szOrderID=24712>

* **Your subject line should say why you are sending the email**. “**Over-achieving Operating Executive - Firstname Lastname**” is much more effective than “Responding to job post”. If you are applying for a position at a company then the recipient will know that already. You want to make yourself stand out before they have even opened the email.
* **Cut to the chase. Quickly**. In the first paragraph you want to say everything that needs to be said. The reader should be able to understand exactly what the reason for the email is from those first few lines. Let the details come later. Get the attention of the reader first. This is especially vital now we live in the age of mobile. If a recruiter is viewing your email on a Blackberry or an iPhone then you want to get the main point of your message across quickly.
* **Be concise**. You can often say with three words what you have said with ten. Being concise means making your point and then making the recruiter's day by letting them get back to their work. After drafting your email, read back over it and remove every word or phrase that isn't absolutely crucial to the point that you are trying to make.
* **Attach with caution**! MS Word documents are the safest form for CV attachments. Always send your CV as a .doc or .txt unless a recruiter specifically requests otherwise. While formats like **PDFs** may seem harmless, Adobe isn't as widely accepted as MS Office. Don't give a recruiter a single reason to throw your correspondence directly into the bin.
* **Make your request clear**. As well as being concise, make sure you are also precise with what you say. When you get into an email discussion that goes back and forth, any vagueness with the use of your words can easily cause confusion. Make it clear what you want and when you want it, or when you expect to deliver what is required of you.
* Unfortunately, they don't teach you how to write great emails at school. At least they certainly didn't when we were at school as there was no such thing as an email. Hard to remember that time now, I know!
* The point is that it is an art form and something that you need to get right, so check those emails before you send them and good luck with the search.

Dear Sir,

You will find enclosed my resume for your evaluation.

Please find attached to this email, a copy of my CV, for your kind consideration. I feel I would be an excellent candidate for your above vacancy as it closely matches my skills and experience. I look forward to hearing from you.

Yours sincerely

CWJobs/PT/HQ00042945 (Job ID: 51205971)

* Industry experience - minimum 10 to 15 years. Bachelor's degree in computer science or related field, or equivalent experience
* Ability to understand the customer's business problem, need, or opportunity and to design a solution that completely and correctly addresses the business problem, need, or opportunity without unnecessary enhancements
* Relates risks and challenges the customer should expect to encounter with the solution with other client efforts or projects (use of internal knowledge of organization; trusted advisor relationship)
* Has pulse on future technology or operational trends as they relate to and support customer business directions ("trusted advisor" role)
* Expert or Master level of knowledge of multiple technologies or IT disciplines relevant to Mainframe Migration
* Ability to apply program/project management methods and processes to define, plan, cost, resource, track and ensure the accomplishment of targeted goals for large enterprise or global level projects
* Successfully works on project teams (individual success defined by how the organization works as a team, including resource and skill sharing across the organization)
* Build and manage long-term, strategic relationships at Chief Executive Officer (CEO) and Chief Information Officer (CIO) level
* Able to design and present high-impact messages to customer's Executive level management
* Able to use a wide variety of presentation tools to persuasively communicate complex messages to multiple audience levels, including Executive level management
* High level in English language and preferably another major European language

Barcelona, November 18, 2019

As my CV suggests, I develop and set-up several systems in banking and insurance environments -and several clients- with IBM mainframes.

Biztalk was punctually used: MSDN Host Integration for Bull to S/390 Cobol migrations in Banc Sabadell.

Several app’s migration projects:

* Cobol and RPG (iSeries to /390)
* C (in Unix) to PL1 (in /390)
* Cobol and RPG (/36 to AS/400 and /4341)

Windows, COBOL, DB2, SQL tools, CICS and IMS were used in many opportunities in my career.

My mother tongue is Spanish and good command in English -used since 6 years old and 2 years living in NY-. Very fluent in Catalan (20 years in Catalonia). French and Italian are occasionally used.

Diagnostic tools are well known (and ever changing and adapting) in these 20+ years’ experience

As my CV suggests, I develop and set-up management systems in banking, insurance, commercial, industrial and distribution environments with mainframes. For that, dumps, traces and diagnostic tools are well known (and ever changing and adapting) in these 20+ years experience.

Finally, these few tips may outline my skills:

Please, consider my application as tele-working in this or similar searches.

As I have

* fluent domain in English, Spanish and Catalan
* basics in French and Italian
* Excellent written and oral communication skills
* 20+ years of good experiences in dealing with manuals (and red-papers, and magazines) while working as Developer with mainframes (from /360 through /390 or iSeries)

For more details take a look at my brief and call-me. It would be fine.

(vacancy 102867-J90694A00110\_029753 - Technical Translator x 2)

SAP was used to adapt communications between RS Warehouse terminals and /390 mainframe to monitoring JIT and spare parts warehouses.

Hello Matt

Thanks a lot for that offering!

It’s another environment where my experience and qualifications may fit better (eg. IBM mainframes, not with SAP)

I’m just looking to move around Europe and take good profit of my skills (20+ years) and recent masters.

My CV could be title as “Functional and Applications Analyst” and a few tips that may outline me are:

Please, let me know if you have roles much more in accordance to this experience

Yours sincerely

I have developed and maintained applications of EDI and e-commerce.

In addition, I have wrote and translate several manuals (according to ISO 9001) to standardize e-commerce between T-Systems and VW factories, Customs, banks and Customers.

(Here, a brief I’ve made to gather EDI knowledge in my recent T-Systems performance)

**Edifact**: BanSta, BopDir, CusCar, CusDec, CusRes, DelFor, DelJiC, DelJiT, DelRee, DelRes, DesAde, DesAdv, DirDeb, FinSta, IfcSum, InStat, Invoic, InvRpt, PayMul, RecAdv

**Odette**: Delins, StoAct

**Others**: Cpacrs, Csb19, Csb34, Csbbp, Delfic, DelRep, FinRep, InvFic, InvRep, IvcRep, Mail, ModCla, ModPrs, OD201, OD250, Precon, RecFic, RecRep

**VDA**: 4905, 4906, 4908, 4912, 4913, 4915, 4927, 4951

**XML**: Carped, Invent, PetSum

I’m the ideal candidate for that post (220230-14844\_347464 - Technical Publications Author/Engineering)

Have studied electronic eng. 3 years, then proceeded to IT bachelor

Have good command in languages: Spanish (native), Catalan and English (very fluent), Italian (fluent) and French (good).

Often make documents, briefs and summary-reference translations (from and to English, Italian & Catalan). Sometimes drafting documents for IT Standards and then translating.

And in multidisciplinary: I’ve confidence in declare I’m enthusiastic in so many matters -mathematics, engineering, astronomy, physics, IT- and what else science may bring us.

Worked decades with MS and Lotus Office tools (Word, Excel, P. Point, Project).

Photo abilities: I’m an amateur photographer so Photoshop and booklets are well known (see my gallery at [Panoramio](http://www.panoramio.com/user/2856806) http://www.panoramio.com/user/2856806)

Manufacturing companies: Coca-Cola, SEAT-VW, Cárnicas Rango & Cadí

My stored resume (on MailOnline) may be somewhat “IT Analyst” driven CV.

Call me, if you think something may be talked

I’m single and my sons have grown and with my ex-wife

I developed and implemented ERP integrated system with PL1, COBOL, JCL and DB2.

Over 15 years’ experience as Functional and Applications Analyst with several platforms.

**Key skills:**

* Spanish, English and Catalan mastery (regular in French and Italian)
* Ability to communicate confidently and concisely using business acumen
* Ability to create and maintain strong working relationships both with customers and internal business groups. Calmness under pressure and ability to maintain good humor
* Flexibility to allow overseas projects and to work on flexibly hours
* Good business understanding in many companies sizes. Experience implementing standards and good practices
* Flair conducing project meetings and liaising multidisciplinary areas: Electronic Eng. and IT education (Masters in ITIL v3, Prince2, CobIT, ISO 9001, 20000 & 27000)
* EU passport holder

**Experience:**

* Functional & Application Analysis through Programming with several languages and tools
* Software applications implementing in mainframes (iSeries, /390) technologies in several customer facing roles
* Design and implement many bespoke solutions
* On site and remote support in all IT service life-cycle

***Juan M. Gienini Confalonieri***

[www.gienini.miweb.pro](http://www.gienini.miweb.pro)

<http://es.linkedin.com/in/gienini/en>

Functional / Application Analysis

Mainframe environments

\* Team worker, but demonstrates self-reliance.

\* Exemplary approach to documentation and standards.

<http://ec.europa.eu/eures/eures-searchengine/servlet/ShowJvServlet?lg=ES&pesId=35&uniqueJvId=5735797&nnImport=false>

Resumen

Título: Spanish/English speaking Technical Consultant

Descripción:

Kontorsfixarna Skandinavien AB Om företaget

Our client, a market leader within IT infrastructure, currently has a vacancy for a Spanish and English speaking Technical Consultant. As a Consultant you will work in one of their client´s service desk in Malmö Arbetsuppgifter

You will provide **technical support to business users** with high demands on your communication and pedagogical skills to assist users in a good and professional way. The type of cases are of a wide spectrum but spans the areas of support of enterprise applications, IT systems, computers and peripherals. You will be working with technical support concerning Spanish and English speaking users using telephone, e-mail and remote control software.

**Kvalifikationer** -You are fluent in Spanish and English, both spoken and written. -You need to have thorough knowledge in desktop and laptop computers, Windows OS and MS Office. -It is a distinct advantage if you have basic knowledge in Active Directory, software and network. -Additional languages, such as Swedish, will be an advantage. The work requires that you are flexible, supportive and have stress tolerance. You strive for a very high level of service and you have great communication skills.

**Övrigt** If you have question you would like to have answered about the position you are welcome to contact Recruitment Consultant Madeleine Karlsson, at +46 040-12 02 00.

About the Company

Our client, a market leader within IT infrastructure, currently has a vacancy for a Spanish and English speaking Technical Consultant. As a Consultant you will work in one of their client's service desk in Lund.

**Duties** You will Provide technical support to business users with high demands on your communication and pedagogical skills to assist users in a good and professional way. The type of cases are of a wide spectrum but spans the areas of support of enterprise applications, IT systems, computers and peripherals. You will be working with technical support concerning Spanish and English speaking users using telephone, email and remote control software.

**Qualifications** -You are fluent in Spanish and English, both spoken and written. -You need to have thorough knowledge in desktop and laptop computers, Windows OS and MS Office. -It is a distinct advantage if you have basic knowledge in Active Directory, software and network. -Additional languages, Such as English, will be an advantage. The work stay connected that you are **flexible, supportive and have stress tolerance**. You strive for a very high level of service and you have great communication skills.

Información geográfica

País: Suecia Región : Skåne

Tipo de contrato: INDEFINIDO + JORNADA COMPLETA

Nivel educativo requerido: Sin especificar

Se necesita permiso de conducción: No

Empresario

Nombre: Kontorsfixarna Syd AB

Dirección: Stora Nygatan 40 21137 Malmö

Fecha límite de solicitud: 29/03/2013

Información adicional

Número de puestos: 1 Fecha de publicación: 26/02/2013

Fecha de la última modificación: 26/02/2013 Código ISCO: 2131

Identificación de la vacante: 5735797 Referencia nacional: 5735797

Origen: Arbetsförmedlingen, Servicios Públicos de Empleo, Suecia

<http://ec.europa.eu/eures/myEures/manageOccupations.do?dispatch=viewOccupations&to=J.MCVDO>

**LinkedIn**: Confident and technically strong in mainframe development (PL1, COBOL, DB2, CICS and JCL) and QA.

Developed for many stakeholders (Coca-Cola, SEAT/VW, Banco Sabadell, laCaixa)

ITILv3 Foundation, ISO-IEC 20,000 and Production Management with ISO-IEC 9001 certifications.

Fluent in English and Catalan; Spanish is my mother tongue.

Currently residing near Barcelona with European and Argentine passports.

Juan M. Gienini

<http://gienini.branded.me/>

tradmgrripon@booths.co.uk

ripon@booths.co.uk

Att.: Jim Verbeken: Genini notice of my resignation

Jim Verbeken

Booths

Marshall Way, Ripon, HG4 2BT

15 of December, 2017

Dear Jim

Please accept this letter as notice of my resignation as General Assistant at Booths.

This has been a difficult decision because I have been very happy throughout these two years in Ripon and in Booths, but I have been offered the opportunity to continue my IT career back in Spain. I do hope that you will understand my reasons.

I hereby give the required notice period notice, with the last day of employment being on January the 10th of 2018.

I would like to take this opportunity to thank you and everyone that I have enjoyed being part of so wonderful team and will miss you all.

You have provided me with so much support and many opportunities. I owe you a great deal and wish you all the very best for the future.

I would like to refer to you to be a referee in the future; I hope you do not mind.

Kindest regards,

Juan Gienini

Shoeb Bin Ali

Avance

+44 203 887 1710

IT Business Support Mainframe Basel,Switzerland (0)

Karthika G

+44 203 887 1710 Ext : 418

Sridhar Reddy

Avance

Mainframe Support Engineer - Zurich, Switzerland

Client: TCS

Agreed Rate : 370 CHF/ day ( all inclusive )

Tech skills:

- Z OS

- PL/1

- COBOL

- DB2

- IMS DB/DC

Domain skills:

- Investment Banking in general, and Custody & Transfers, Asset Servicing in particular

Sandeep Pabbu

+44 203 8871710 Ext : 542

Sudhir Challa

Avance-services

Mainframe On line Supporter || Zurich, Switzerland (a)

Client WIPRO

Rate: 400 CHF Per day (365€)

Suyash Jaiswal

Durgesh

Pratanu Chakraborty

+44 207 9878811

+44 749 7606025

Ubique

Mainframe Equation role in London Southgate (1)

Client Zeinsar

Rate – 450 GBP/D

Mainframe Application Support - Contract - Basel, Switzerland (2)

Rate – 465 CHF/D

Client – HCL Technologies

End Client – Banking Domain

Mainframe Support (b)

daily rate of 410 CHF/D

Wipro in Zurich.

Chanchal Chakraborty

+44 203 5002207

Ubique

Functional Analyst (COBOL)

6 months extendable in Brussels, Belgium

Cliente: TCS

rate is Euro 325 per day/Euro 6500 per month

French language proficiency is required for this role

Suyash Jaiswal

Pradipta Mukhopadhaya

+44 203 887 1710 Ext : 525

Avance

Mainframe Support Engineer - Zürich, Switzerland

Client: TCS

Overall 8+ years of experience

\*Tech skills:

- Z OS

- PL/1

- COBOL

- DB2

- IMS DB/DC

\*Domain skills:

- Investment Banking in general, and Custody & Transfers, Asset Servicing in particular

(a)

Second Level Support for the global mainframe online processing and the z/OS online components, like:

|  |  |
| --- | --- |
| IBM MQ incl. Cluster | Good |
| CICS and CICSPLEX | Regular |
| TCPIP / VTAM | regular |
| Common Services Framework |  |
| CART / DCL |  |
| LDAP |  |

* Incident management, including on-call coverage
* Root cause analysis &amp; problem management
* Change and release management of z/OS components on the productive online environments
* Administration of Unix Hostlink

Experience and background required:

Good knowledge about

|  |  |
| --- | --- |
| z/OS System components | Good |
| TSO, ISPF and JCL | Good |
| REXX scripting language | Regular – good |
| CICS and IBM MQ | Regular – good |
| USS on IBM Mainframe | Knowledge & exper. in mainframes |
| Basic DB2 and LDAP skills | DB2: good |
| Basic IT Knowledge, including Microsoft Office | Good |
| Ability to work under pressure or in hectic situations | Good |
| Willingness to provide on-call service within our 7x24 coverage | Good |
| Good English and basic knowledge of German | English: good; German: basics |

* Basic DB2 and LDAP skills
* Basic IT Knowledge, including Microsoft Office
* Ability to work under pressure or in hectic situations
* Willingness to provide on-call service within our 7x24 coverage
* Good English and basic knowledge of German

(0)

Application Configuration Management (ECMS -> BBS/CAPS)

Provisioning Interface Configuration (BBS -> Target)

Bulk Entitlement Updates (BBS MM)

Business Role Management

Mover Process/Suppression Support

Application Monitoring/Housekeeping

General Support Activities (User Guides, Help Pages, Communication, Reports)

L2 Incident and Problem Management

SkillsTechnical:

Mainframe (TSO, JCL, Editor)

Database (DB2, SQL, Spufi/Startool)

Service Management (e.g. ServiceNow)

BBS Application SME (learning on the job)

Cooperation:

strong written & verbal communication in German and English

ability to adapt new processes/tools

readiness for working hours (late shifts, 24x7 on call support)

self-reliant, reliable and accurate team player

ExperienceIT Identity & Access Management (optional)

IT Support (optional)

(1)

* At least 6-8 years of Equation experience
* Must have done ITP
* Should be able to setup reports in Equation
* Should have knowledge of Control files for deployment and understanding of how to setup input function
* How to add changes and support End of day
* Should be able to understand the User exits write code for it
* Should have clear understanding of Equation API structures and should be able to write new APIs
* What is the difference between various API naming conventions e.g. H56HSR, X56HMR etc.
* Should know about Additional Equation information and how to add at customer level, account level etc.
* Should have clear verbal and written communication skills in English

(2)

Title: IT Business Support (mainly BBS, plus CAPS/CASS, ABACUS, ECMS, LPC)

Switzerland Basel

Job Type Full Time / Permanent

* Application Configuration Management (ECMS -> BBS/CAPS)
* Provisioning Interface Configuration (BBS -> Target)
* Bulk Entitlement Updates (BBS MM)
* Business Role Management
* Mover Process/Suppression Support
* Application Monitoring/Housekeeping
* General Support Activities (User Guides, Help Pages, Communication, Reports)
* L2 Incident and Problem Management

Skills Technical:

* Mainframe (TSO, JCL, Editor)
* Database (DB2, SQL, Spufi/Startool)
* Service Management (e.g. ServiceNow)
* BBS Application SME (learning on the job)

Cooperation:

* strong written & verbal communication in German and English
* ability to adapt new processes/tools
* readiness for working hours (late shifts, 24x7 on call support)
* self-reliant, reliable and accurate team player

(b)

Second Level Support for the global mainframe online processing and the z/OS online components, like:

* IBM MQ incl. Cluster
* CICS and CICSPLEX
* TCPIP / VTAM
* Common Services Framework
* CART / DCL
* LDAP
* Incident management, including on-call coverage
* Root cause analysis & problem management
* Change and release management of z/OS components on the productive online environments

Your experience and skills

Experience and background required:

• Good knowledge about

* z/OS System components
* TSO, ISPF, and JCL
* REXX scripting language
* CICS and IBM MQ
* USS on IBM Mainframe
* Basic DB2 and LDAP skills
* Basic IT Knowledge, including Microsoft Office
* Ability to work under pressure or in hectic situations
* Willingness to provide on-call service within our 7x24 coverage